



MASSACHUSETTS OFFICE OF
**Small Business
& Entrepreneurship**

A Quarterly Newsletter for Massachusetts
small business owners and entrepreneurs.

OSBE



Welcome to the Summer 2010 edition of the "Small Biz Brief"

Addressing small business concerns remains a critical focus for the Patrick Murray Administration as we continue to move forward in our economic recovery. This newsletter serves to inform the Commonwealth's small business community on the latest initiatives and programs supporting your growth and development. This issue includes an announcement of a new small business procurement program, highlights from our Small Business Technical Assistance Program, Federal Health Care Reform and upcoming events.



Andre M. Porter

As always look forward to working with you.

Andre M. Porter, Executive Director

Small Business Health Care Tax Credit

Massachusetts small businesses have been struggling with rising costs in health care insurance, the new tax credit will help offset many of those costs.

Under the new national health reform law called the Patient Protection and Affordable Care Act, an estimated 80,000 Massachusetts small businesses are eligible for a tax credit up to 35% of health insurance costs. To qualify, a small business must have less than the equivalent of 25 full time workers, pay average annual wages under \$50,000, and cover at least half of the cost of health care coverage for their workers.

The IRS has provided guidance to determine if you qualify with a simple three step calculation. You can find the document along with some frequently asked questions, and additional resources.

To access visit
www.mass.gov/hhs
Enter
"small business tax"
in the search box

SAVE THE DATE – NOVEMBER 17, 2010



SPONSORED BY
The Immigrant Learning
Center, Inc. in collaboration
with Babson College

Symposium on Immigrant Entrepreneurship

November 17, 2010, 9AM to 5PM at Babson College, Wellesley

Come learn from and network with immigrant entrepreneurs, researchers and experts from the field who will present data, experience, ideas and recommendations to accelerate immigrant entrepreneurship for economic and job growth.

Sessions will include:

- Immigrant Entrepreneurship and Neighborhood Revitalization
- Beyond the Bodega: Immigrant Entrepreneurs Grow from Local to Global
- Immigrants Entrepreneurs in Science, Engineering and Technology
- Welcoming and Supporting Immigrant Entrepreneurs: Lessons from the Field

Featured speakers will include Jill Cheng of Cheng-Tsui Publications; Alvaro Lima of the Boston Redevelopment Authority; Vinit Nijhawan, Serial Entrepreneur and Researcher; Anne O'Callaghan of the Welcoming Center for New Pennsylvanians and Jan Vilcek, NYU, co-developer of a miracle drug to treat inflammatory disorders.

Policy recommendations will be generated throughout the day to develop a post-conference policy and action agenda. For further information, contact Marcia Hohn, Director of Public Education at The Immigrant Learning Center (mhohn@ilctr.org).

Registration information to follow in early September.



Small Business Technical Assistance Grant Program

Tuesday, April 6, 2010, the Massachusetts Office of Small Business and Entrepreneurship (OSBE) awarded \$600,000 in grants to 25 community-based, non-profit organizations throughout the state that provide assistance and advisory services to small businesses, and will match these awards in the Fall of this year thanks to a contribution from MassDevelopment. Thanks to this partnership, these organizations will be able to continue with their programming throughout the year without uncertainty.

2010 Grantees :

- Affiliated Chambers of Commerce of Greater Springfield (Springfield) www.myonlinechamber.com
- Blackstone Valley Chamber of Commerce (Whitinsville) www.blackstonevalley.org
- Center for Women and Enterprise (Boston) www.cweonline.com
- Coastal Community Capital (Centerville) www.coastalcommunitycapital.org
- Community Economic Development Center of South Eastern Massachusetts (New Bedford) www.cedc-sm.org
- Community Development Partnership (Eastham) www.capecdp.org
- Dorchester Bay Economic Development Corporation/ Vietnamese American Initiative for Development (Boston) www.dbedc.org
- Enterprise Center at Salem State College (Salem) www.enterprisectr.org
- Fall River Area Chamber of Commerce (Fall River) www.fallriverchamber.com
- Franklin County Community Development Corporation (Greenfield) www.fccdc.org
- Greater Gardner Community Development Corporation (Gardner) www.ggcdc.org
- Hilltown Community Development Corporation (Chesterfield) www.hilltowncdc.org
- Interise (Worcester & Lowell) www.interise.org
- Jamaica Plain Neighborhood Development Corporation (Boston) www.jpndc.org
- Lowell Small Business Center (Lowell) www.lowellsbac.org
- Martin Luther King Center for Business Development (Worcester) www.mlkj-bec.org
- Massachusetts Latino Chamber of Commerce (Springfield) www.masslatinochamber.com
- Metro South Chamber of Commerce (Brockton) www.metrosouthchamber.com
- Pittsfield Economic Revitalization Corporation (Pittsfield) www.perc.org
- Plymouth Area Chamber of Commerce (Plymouth) www.plymouthchamber.com
- Quaboag Valley Community Development Corporation (Ware) www.qvcdc.com
- Quincy 2000 (Quincy) www.quincy2000.org
- South Eastern Massachusetts Agricultural Partnership (Dartmouth) www.umassd.edu/semaph
- Twin Cities Community Development Corporation (Gardner & Fitchburg) www.twincitiescdc.org
- Valley Community Development Corporation (Northampton) www.valleycdc.com
- Waltham West Chamber of Commerce (Waltham) www.walthamchamber.com



Spotlight on Enterprise Center at Salem State College

**Enterprise Center seeking to assist growth companies
If your company is in the midst of growth and you would
like expert help in meeting those challenges, the
Enterprise Center would like to talk with you.**



One of our 2010 TA Grantees are putting together a combination of seminars, workshops, mentoring, CEO groups, and more to be launched in the fall.

If your company has grown 20 percent year over year or is rebounding rapidly from the recession and seeing strong future expansion—particularly if current revenue is from \$1 million to \$25 million-plus— they would like to hear from you.

For more information contact:
Christine Sullivan, Executive Director
csullivan@enterprisectr.org
Phone: 978-542-7039
The Enterprise Center
121 Loring Ave.
Salem, MA
www.enterprisectr.org

The Enterprise Center at Salem State College is a 10-year-old nonprofit small business growth center located in Salem. Their mission is to help business owners start and grow companies that benefit our region and bring employment opportunities to the area. Last year they served more than 3,500 businesses with our skill-building workshops and their annual North of Boston Business Plan Competition.

Small Business Success Story— Thinking Phones Networks

Thinking Phone Networks, was founded in 2005 by current president and CEO, Steven Kokinos in Cambridge. The company develops and deploys cloud-based unified communications solutions to companies with 250-5,000+ employees. In the last year Thinking Phones has reached several key milestones;

- Grew revenue and employment by more than 60%
- Grew their customer base to more than 500 companies
- Deployed to several thousand enterprise locations
- Company has grown to almost 50 employees
- Closed their first round of professional funding



Congratulations to Thinking Phones Networks on their recent success.

Small Business Purchasing Program



Governor Patrick with members of the Screened Images team.

During a visit to Screened Images Inc, a small business based in Quincy, Governor Deval Patrick on June 29, 2010 announced an Executive Order establishing a Small Business Purchasing Program (SBPP) to give Massachusetts-based small businesses greater access to procurement opportunities that will help them to expand.

The program, which will be run by the state's Operational Services Division, requires Executive Branch agencies and departments to target small businesses when seeking non-construction goods and services valued between \$5,000 and \$150,000. In its second year, the SBPP will expand to include larger procurements valued at more than \$150,000.

In addition, small businesses will have free access for one year to SmartBid, a service providing account holders with automatic email notifications of Executive Department procurement opportunities and quick and easy online bid submission for resulting contracts.

More information on the program can be found by visiting the link below.

www.mass.gov/sbpp

Click here to view the [Governor's Press Release](#) about this Program.

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